

# ALI BAZZAL

Beirut  
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## EDUCATION

### **Bachelor's Degree in Computer Science**

Antonine University – Beirut, Lebanon  
Expected to graduate in 2024  
GPA: 3.4/4.0

### **High School Diploma**

## SKILLS

**Sales & Logistics**  
**Inventory Management**  
**Customer Service**  
**Excel & MS Office**  
**Leadership & Team Training**  
**Time Management**  
**Communication Skills**  
**Negotiation & Problem Solving**

### **Languages**

Arabic – Native  
English – Fluent  
French – Fluent

## PROFILE

Highly motivated Sales & Logistics Executive with strong experience in freight forwarding, retail operations, and inventory management. Skilled in customer relations, negotiation, and sales strategy with a proven record of achieving performance goals and maintaining client satisfaction. Excellent organizational skills and the ability to lead teams effectively to ensure operational excellence and revenue growth.

## EXPERIENCE

### **Sales & Logistics Executive – Ets Antoine Massoud (EAM)**

2023 – Present

- Developed and maintained a strong client base across freight forwarding and logistics services.
- Negotiated contracts and pricing to ensure profitability while meeting customer needs.
- Prepared detailed reports and documentation to support logistics and operations.
- Increased client portfolio by more than 15% through proactive sales initiatives.

### **Shop Manager – Grab N Go (Gray Mackenzie)**

2022 – 2023

- Oversaw daily operations, inventory, and team performance.
- Ensured sales targets were met consistently while maintaining high customer satisfaction.
- Supervised a team of 10+ employees and trained them in sales, hygiene, and service standards.
- Monitored product quality, handled supplier coordination, and managed financial reporting.

### **Grocery Clerk – Spinneys**

FMCG

April 2021

- Ensured shelves were properly stocked and products displayed attractively.
- Assisted customers with inquiries and maintained store cleanliness.
- Supported the inventory team in counting and updating stock levels.